

TABLE: Sector-CSR area focus format

MACRO-SECTORS	Main firm critical factors that can drive the decision	CSR Related Areas
A - Agriculture, forestry, fishing	- importance of management / enhancement of the environmental compatibility of productions (due to the existing link with food security). Ex. High level of pesticides rate	> Environment - related CSR
	- interest in addressing staff-related issues strongly connected to periodical productions	> Workplace CSR
	- interest in addressing staff-related issues and improve satisfaction of workers	> Workplace CSR
	- importance of the work hardness	> Workplace CSR
	- interest in intensifying commercial flows between agriculture and other sectors	> Marketplace CSR
	- interest in increasing the relationship with suppliers	> Marketplace CSR
C - Manufacturing	- high-level of environmental risk of industrial production (and interest in monitoring it)	> Environment - related CSR
	- affiliation to a partitioned supply chain	> Workplace CSR > Marketplace CSR
	- interest in improving interaction between the firm and the local stakeholders (citizens, public actors, etc.)	> Environment - related CSR > Community – related CSR
	- affiliation to an industrial district and presence of a high social and relational capital	> Environment - related CSR > Community – related CSR > Marketplace CSR
	- high-level of seasonality and workload distribution.	> Workplace CSR
	- high-level of danger in the manufacturing process (regarding health and workers safety)	> Workplace CSR
	- interest in improving workers' satisfaction and internal relationships	> Workplace CSR
	- interest to improve the image of the company with customers	> Marketplace CSR
E – Water supply, sewerage, waste management and drainage	- high-level of environmental risk.	> Environment – related CSR
	- high-level of existing interaction between the firm and the local community (citizens, public actors, etc.)	> Community – related CSR
	- importance of a high quality product, regular maintenance and good warranties	> Marketplace CSR
F – Construction and Building	- high-level of danger in the manufacturing process (regarding health and workers safety)	> Workplace CSR

	- low level of workload management and resulting issues in staff management	> Workplace CSR
	- to improve social relationships in the company	> Workplace CSR
	- interest in avoiding noise pollution	> Community – related CSR
	- constraint of moving people	> Community – related CSR
G – Wholesale and retail trade, repair of motor vehicles and motorcycles	- interest in improving the productivity and skills of employees and the image of the company	> Workplace CSR
	- interest in bringing value to the image of the company	> Community – related CSR
	- interest in increasing the intensity and quality of relationships with stakeholders.	> Marketplace CSR
	- interest in better managing the environmental issues and limit the impacts	> Environmental – related CSR
H - Transporting and storage	- High level of seasonality and importance of sustainable methods	> Marketplace CSR > Environment – related CSR
	- high level of danger in the process (regarding H&S)	> Workplace CSR
I – Accommodation and food service activities	- high-level of interest in managing direct environmental impact of the service (water, power, etc), also to meet clients’ demands	> Environment – related CSR
	- importance of sustainable methods applied to the supply selection process	> Marketplace CSR
	- high – level of employees turnover and interest increasing their working conditions	> Workplace CSR
	- interest in improving social relationships within the company and with the community by supporting local suppliers and workers	> Community – related CSR > Marketplace CSR
J – Information Technologies & Telecommunication	- interest in promoting ethical values and environmental thinking between recipients (also local stakeholders)	> Marketplace CSR > Community – related CSR
K - Financial and insurance activities	- interest in bringing value to the image of the company (customer attraction)	> Marketplace CSR
M - Professional, scientific and technical activities	- Interest in increasing market opportunities (with close relations with customers and suppliers)	> Marketplace CSR
N- Administrative and support service activities	- Importance of building a good reputation on reliability and loyalty with customers	> Marketplace CSR
	- Interest in improving workers’ satisfaction and internal relationships	> Workplace CSR

	- Interest in increasing the market opportunities and the quality of relationships with stakeholders.	> Marketplace CSR
	- Interest in building a reputation of good citizenship	> Community-related CSR
P - Education	- Interest in improving relationships with stakeholders	> Community – related CSR
R - Arts, entertainment and recreation	- interest in improving workers’ satisfaction and internal relationships	> Workplace CSR
	- interest in increasing the relationship and image with local stakeholders	> Community – related CSR
S – Other receptive services	- interest in increasing the relationship and image with local stakeholders	> Community – related CSR
	- interest in improving workers’ satisfaction and internal relationships	> Workplace CSR
	- high-level of environmental risk and interest in limiting it	> Environment – related CSR
	- interest in highlighting environmental and ethical performances with potential clients	> Marketplace CSR
	- interest to gain market share and meet the demands of major clients	> Marketplace CSR